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Rev. 08/11

RESOURCE GUIDE

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MISSION: DISTRIBUTOR SUPPORT

Prime Time Sporting Goods Mission Statement

Prime Time
SPORTING GOODS

Prime Time Sporting Goods was created by an Independent Distributor for Independent Distributors.



We provide the opportunity and ability for Independent Distributors or Entrepreneurs to be in business for themselves...not by themselves.

We will create an enjoyable and rewarding work environment that will empower and reward each of our members.

We will promote growth, both professionally and personally to our members.

We will be problem solvers of the industry through our seasoned staff, industry affiliations, technology, research and development, and innovative minds.

We are committed to listening to what our members have to say and respond to their concerns quickly and efficiently.

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Be in business for yourself... not by yourself

Prime Time
SPORTING GOODS



- You hire us...We don't hire you
- You retain your own Independent Distributorship
- All clients are yours and remain yours
- All documents are presented to your customers in your name

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You make the Sale...
We do the rest

Prime Time
SPORTING GOODS

- You are in front of your customers
- You maintain the relationships
- You choose the Vendor
- You determine the Sell Price



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Back Office Support

Prime Time
SPORTING GOODS

- You use our E-Commerce Technology
  - **– Business to Business**
  - **– Business to Consumer**
- We will guide you through the demo, set up, and installation
- Your are now able to offer clients State of the Art E-Commerce Solutions
- Your are now a GLOBAL selling machine
  - **– No geographical boundaries**
- Custom Demo E-Commerce site branded to your company



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Order Entry

Prime Time
SPORTING GOODS

- You key your orders into our Order Entry System
  – Insures accuracy at invoicing
- You have access 24/7/365
- Remote connection into our servers
- Information at your fingertips
  – O.E. – A/R – A/P – RFQ
  – Inventory – Disbursement
  – Quoting – Report Functions
  – Archives – E-Commerce
  – Email Doc's – Template Items
- No capital Investment for Hardware/Software



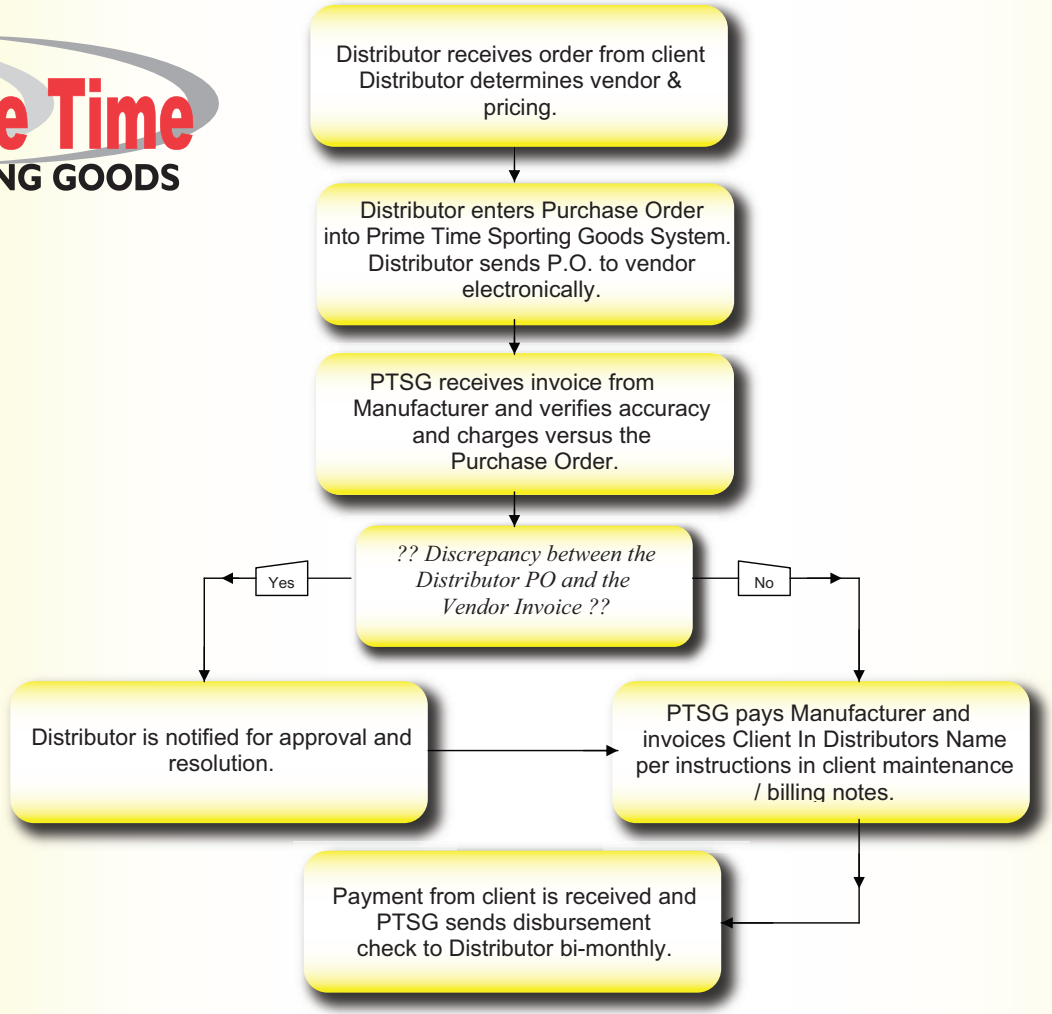
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Prime Time Sporting Goods Workflow

Prime Time
SPORTING GOODS

Prime Time
SPORTING GOODS



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Accounts Payable

Prime Time
SPORTING GOODS

- Large Vendor Database with terms
- You choose the vendor, negotiate price, we pay the bill
- We facilitate Pre-Payments
- Group buying power means better Cost Of Goods
- You approve discrepancies on vendor's invoice
- You never have to open your wallet



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Accounts Receivables

Prime Time
SPORTING GOODS

- Prime Time Sporting Goods is invisible to your customers
- The Invoice will be seen by your customer in your name
- Your customer remits payments in your name
- Weekly you receive:
  - Invoice and supporting documentation
  - A/R aging weekly
  - Open Purchase Order Report



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Disbursements

Prime Time
SPORTING GOODS

- Upon A/R being paid, we disburse funds
- Disbursements are twice a month
- Disbursements are paid on the Gross Margin
  - You are liable for all sales with a negative Gross Margin
- You will receive a detailed Disbursement Report itemizing each line item and its Gross Margin
- Funds are paid via direct deposit into your bank account



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Collections

Prime Time
SPORTING GOODS

- Collections are your responsibility
- We provide statements on a monthly basis
- All A/R Aging over 60 days incur a 2% non-refundable penalty of the invoice amount
- All A/R Aging over 90 days incur a chargeback for the Cost of Goods
  – To be reimbursed when A/R is paid, less a $7.50 handling fee
- You are provided with A/R Aging weekly to keep your pulse on A/R

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Bad Debt Insurance

Prime Time
SPORTING GOODS

- Safeguard your receivables against unforeseen circumstances and changes in the economy
- Sell to larger clients and take larger orders with financial security in mind
- Mandatory on all clients with a historical average A/R of > $10,000
- Insurance expense is a cost, and shared jointly by Prime Time Sporting Goods and Member
- Prevent non-payment risks
- Claims are paid at 90% of Invoice total
- Never worry about bankruptcy, or bad debt again

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Prime Time Sporting Goods Advantages & Benefits

Prime Time
SPORTING GOODS

- We handle Pre-Payments to your Vendors
- No Mandatory Preferred Vendors Requirements
- Availability to add your own Vendors
- Full vendor database with Credit Terms for
  - Sporting Goods Manufacturers
  - Promotional Products Vendors
  - Wearables Manufacturers
  - Team Vendors







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Prime Time Sporting Goods Advantages & Benefits

Prime Time
SPORTING GOODS

- We operate out of a 30,000 square foot State of the Art Warehouse and Distribution Facility
- Over 25 years experience with E-Commerce
- We host our own Servers with Redundant Backups
- We subscribe to Online Meeting Software for Presentations and Support of your clients
- Network of fellow Independent Distributors for Sourcing and Ideas

Prime Time SPORTING GOODS

Be in business for yourself... not by yourself.

- Back Office Support
- Volume Pricing Discounts
- Accounts Payable
- Accounts Receivable
- Bad Debt Insurance
- Collections
- Marketing Collateral
- E-commerce Solutions
- Order Entry
- Freight Discounts

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